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Snead and Williams—An MGI Success Story

When Snead and Williams, PLLC joined MGI in 1994, the firm's primary objective was to obtain the resources to service their clients with international transactions and business interests. During that time, the geographic area that the firm served was experiencing economic growth from in-bound foreign companies. In addition, several local and regional companies were seeking business opportunities outside the United States.

Over the years, Snead and Williams has played an active role in MGI, as well as in MGI North America. As a result, the firm was selected by an MGI member firm in Australia to provide start-up business services to one of their clients. Over a period of several years, the client grew and expanded operations in the United States. As with most successful companies, they attracted the attention of a larger competitor and subsequently entered into sales negotiations. The acquiring company required an audit of the client company for the prior year and a short period before the acquisition. As a result of the services that Snead and Williams provided to the client, they were not in a position to perform the audit services, but were able to call upon another MGI member firm in North America to provide the services.

The support and assistance of the other MGI member firm enabled Snead and Williams to assist their client. The longevity of the firm's relationships with fellow MGI members put them at ease and greatly increased their confidence in the quality of the audit work that was performed.

The partners of Snead and Williams were commended for the work they performed on behalf of their client, as well as the audit work that was performed by the other MGI member firm. Their client still currently conducts business operations in the United States and the partners consider themselves fortunate to continue to provide services to them. The firm's relationships with other MGI member firms made it possible for the partners to continue to service their client as they continue to grow in the United States.